



NO. DIR/PDC/(ROR)/2013
OFFICE OF THE DIRECTORATE
POWER DEVELOPMENT SINDH
ENERGY DEPARTMENT
GOVERNMENT OF SINDH.
(Barrack No. 8-A, Block 4-A, Court Road.)

Ph: (Dir) 021-99203216
021-99206502
Fax: 021-99206507

Karachi, dated, 14th December, 2013

M/s Iqbal Ali Mohammad
36-F, Block-06, PECHS.
Karachi.

M/s Sachal Engineering (Pvt.) Ltd.
507, Business Avenue, Shahrah-e-Faisal,
Karachi.

SUBJECT: APPROXIMATELY 05 MWs AT RD-15 ROHRI CANAL "RUN OF THE RIVER HYDRO POWER PROJECT".

Reference is made to:

- A. The request for proposals, dated 25 February 2013 ("RFP") issued by the Energy Department, Government of Sindh ("EDGoS");
- B. The technical and financial bids for the project submitted by the bidders (You) on 20th August 2013;
- C. The various meetings of the Technical and Financial Evaluation Committee constituted by GoS ("TFEC") in relation to the project and your respective bids.

2. The Energy Department, GoS has conducted detailed evaluation of the bid documents submitted by the bidders (You) and based on the evaluation criteria (as per *inter alia* Article 1.5 and Article 30¹ of Volume One – Section B of the RFP) the Energy Department, GoS hereby declares the following Shortlisted Bidders (ranked in order of preference based on the aforesaid evaluation criteria):

RANK	Shortlisted Bidders	Tariff (PKR)	Tariff (Use)	Proposed Capacity	KIBOR + Spread	USS / PKR	Concession Period
1	M/s Iqbal Ali Mohammad	10.2937	9.7047	4.8 MWs	9.52% + 3%	106.07	25 Years
2	M/s Sachal Engineering (Pvt.) Ltd.	11.1468	10.5089	9 MWs	9.52% + 3%	106.07	25 Years

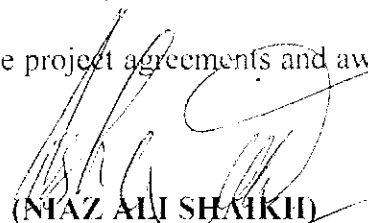
¹ Article 30.3 – "The sole evaluation criterion for ranking of Responsive Proposals shall be Levelized Tariff Charge as long as the proposed Tariff Charges satisfy all the requirements of this RFP, including, but not limited to, the assumptions and constraints set out in Article 15 above. EDGOS, after having made corrections of arithmetical adjustments and studied the clarifications provided by the Bidders, will evaluate the responsive Envelope II Proposals and rank them from the lowest to the highest Levelized Tariff Charge. The lowest Levelized Tariff supported by the required financial data shall be deemed the best or the first-ranked Bidder."

3. Based on the above (i) M/s Iqbal Ali Mohammad and M/s Sachal Engineering (Pvt.) Ltd. are declared as the shortlisted bidders for the Project; (ii) M/s Iqbal Ali Mohammad is declared as the first ranked Bidder for the Project; and (iii) M/s Sachal Engineering (Pvt.) Ltd. is declared as the second ranked Bidder for the Project.

Pursuant to Article 1 of Volume One – Section B of the RFP, the following steps shall be followed herein after:

- Energy Department, GoS will meet with the first-ranked Shortlisted Bidder (i.e. M/s Iqbal Ali Mohammad) on 10-12-2013, @ 11.00 am, in the committee room of Energy Department, GoS, at 7th Floor, Lackson Square Building No.03, Opp: Coast Guard Mess, Near Press Club, Karachi to finalize the Project Agreements. In the event that the Project Agreements cannot be finalized, the second-ranked Shortlisted Bidder (M/s Sachal Engineering (Pvt.) Ltd.) will be invited to begin negotiations.
- Upon reaching an agreement on the draft Project Agreements and upon receipt of tariff approval from NEPRA, the relevant Shortlisted Bidder will be required to furnish the Performance Guarantee and pay Legal Expenses and Feasibility Study Cost.
- Once the above requirements are fulfilled, the relevant Shortlisted Bidder shall be declared as the Successful Bidder and a letter of award (“LOA”) will be issued by the Energy Department, GoS, at this time, to the Successful Bidder for the Project.

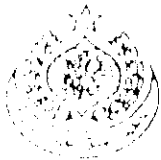
4. Energy Department, GoS look forward to finalizing the project agreements and awarding the LOA at the earliest.



(NIAZ ALI SHAIKH)
DIRECTOR
POWER DEVELOPMENT SINDH
ENERGY DEPARTMENT
GOVERNMENT OF SINDH

Copy forwarded for information to:-

1. The Director, PPP Unit, Finance Department, GoS, Karachi.
2. P.S to Secretary, Energy Department, GoS, Karachi.
3. M/s Ernst & Young Consultants, Karachi.



GOVERNMENT OF SINDH
SERVICES, GENERAL ADMINISTRATION
AND CO-ORDINATION DEPARTMENT

NOTIFICATION

NO:SGO(C-IV)SGA&C/04-32/12: In compliance of 82(2) of Sindh Public Procurement Rules, 2010, the Government of Sindh is pleased to constitute a Technical and Financial Evaluation Committee (TFEC) for Procurement of Developer for Run of the River (RoR) Hydro Power Project under Public-Private Partnership (PPP) mode with following composition and TORs:

1. Additional Chief Secretary (Finance), Finance Department, Government of Sindh	Chairman
2. Secretary, Energy Department, Government of Sindh	Member/Secretary
3. Secretary, Irrigation Department, Government of Sindh	Member
4. Nominated Planning & Development Department, Government of Sindh (not below the rank of BS-18)	Member
5. Director, PPP Unit, Finance Department, Government of Sindh	Member
6. Project Manager, Run of the River Hydro Power Generation Project	Member

Terms of Reference;

- i. The committee shall oversee selection process of private partner (developer) for the project.
- ii. The Committee may extend the date in respect of any activity of the project Timeline in accordance with the provisions of Sindh Public Procurement Rules, 2010;
- iii. The Committee shall review and approve the bidding documents such as Evaluation (selection) Criteria, Request for proposal (RFP), Concession Agreement, Project Brief, Information Memorandum and any other document, for the purpose of issuing the same to the prospective bidders, by the Procuring Agency, i.e. Energy Department, Government of Sindh.
- iv. The Committee or its authorized representatives may, if the need be, hold pre bid conference and contract negotiations with the pre-qualified bidders, and address query of the bidder leading to finalization of the RFP and draft Concession Agreement;
- v. The Committee shall recommend the preferred bidder for issuance of Letter of Intent (LOI) by the procuring agency;
- vi. The Committee shall recommend the preferred bidder to the PPP Policy Board for signing of the Concession Agreement by the procuring agency under the PPP Act 2010;
- vii. The Committee shall review financial documents and financial security arrangements at the time for financial close that might be required by any of the funding parties.
- viii. The Committee shall perform any other task assigned to it by the Energy Department or PPP Policy Board in the context of this project.
- ix. Quorum: Sixty percent participation of the members shall constitute quorum of the Committee.

CHIEF SECRETARY SINDH

NO:SGO(C-IV)SGA&C/04-32/12

Karachi, dated the 20th November, 2012.

to be forwarded for information & necessary action to:-

- Additional Chief Secretary (Dev.), P&D Department/Home Department/ Finance Department, Govt. of Sindh, Karachi.
- Secretary to Governor Sindh.
- Secretary to Chief Minister Sindh.
- Chairman/Member of the Committee (all).
- Deputy Secretary (Staff) to Chief Secretary.
- P.O. to Secretary (TFEC), SGA&C.D.
- Master file.

(Owais Nazir Mughal)
SECTION OFFICER (C-IV)

Handwritten notes and stamps:
1. Additional Chief Secretary (Dev.)
2. P&D Department/Home Department/ Finance Department
3. Govt. of Sindh, Karachi
4. Stamp: RECEIVED
5. Stamp: 20/11/12



Partnership for Development

GOVERNMENT OF SINDH
FINANCE DEPARTMENT
(Public Private Partnership Unit)

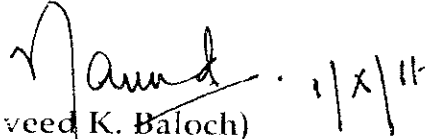
Barrack No. 17, Sindh Secretariat No. 4-A, Court Road, Karachi
Ph: (021) 99207752 Fax: (021) 99207754 Email: d3@pppunitsindh.gov.pk

SUBJECT:- DRAFT MINUTES OF 6TH MEETING OF PPP POLICY BOARD.

The Secretary to Chief Minister, Sindh may please refer the subject note above.

It may be recalled that the 6th meeting of Public Private Partnership (PPP) Policy Board was held under the chairmanship of Honourable Chief Minister Sindh/Chairman of the PPP Policy Board on 24th September 2011 at 11:30 P.M at Chief Minister's Secretariat, Karachi to review and discuss progress on PPP Projects.

The draft minutes of 6th PPP Policy Board meeting are enclosed herewith with the request that same may be placed before the Honourable Chief Minister Sindh for his kind perusal and approval.


(Naveed K. Baloch) 1/8/11
Secretary to Government of Sindh

To,

The Secretary to Chief Minister Sindh,
Chief Minister's Secretariat,
Karachi.

NO.FD (PPP Unit)/AD-III/PB-2009,

Karachi, dated the September 30,2011



Partnership for Development

NO: FD(PPP Unit)/AD-III/PB/2009
GOVERNMENT OF SINDH
FINANCE DEPARTMENT
Karachi, dated the Sept 24, 2011

Barrack No. 17, Sindh Secretariat No. 4-A, Court Road, Karachi
Ph: (021) 99207752 Fax: (021) 99207754 Email: d3@pppunitsindh.gov.pk

DRAFT MINUTES OF 6TH MEETING OF PPP POLICY BOARD.

The sixth meeting of Public-Private Partnership (PPP) Policy Board was held at 11:30 am on 24th September 2011 at Chief Minister's Secretariat under the chairmanship of Honourable Chief Minister Sindh. The agenda of the meeting included, but not limited to, to seek private investment / approval of structure for Hyderabad-Badin road Project and Modern Grain Storage Facilities in Sindh (Silos project); review progress on Hyderabad-Mirpurkhas Dual carriageway; approval for undertaking feasibility study for Jerrukh Mullah Katiar Bridge, Run of River Hydro Power project, Khajoor Mandi district Khairpur; deciding on implementation strategy for Link road connecting Superhighway and National Highway and Securitized number plates of vehicles. The meeting commenced with the recitation of verse from the Holy Quran. After that, the Chief Minister Sindh / Chairman of the board welcomed the participants and further emphasized that the government attaches high priority towards the development of PPP Projects to boost up the economic development of the country. Finance Secretary, Government of Sindh, initiated the briefing and asked Director General, PPP Unit, Sindh to begin the presentation. The Director General PPP Unit, Sindh gave a detailed presentation on the agenda items, which are given below.

List of participants is attached as annexure A.

AGENDA # 1: CONFIRMATION OF MINUTES OF 5TH PPP POLICY BOARD MEETING

2. At the commencement of the meeting, the board approved the minutes of the 5th PPP Policy Board meeting.

AGENDA # 2: HYDERABAD-BADIN ROAD PROJECT

3. At the outset, the Director General, PPP Unit apprised that the TFEC has recommended structure of 70%-30% debt-equity ratio for the HBR Project, with government support in the shape of Annuity Payment and 40% Minimum Revenue Guarantee (MRC) for initial 10 years which would subsequently, be reduced to 10% for next 20 years. He further informed that the two sections from Hyderabad-TM Khan and TM Khan to Matli will be dualized while two sections

from Matli to Talhar and Talhar to Badin will be refurbished with paved shoulders. The concession period will be 32 years which includes two years of construction and 30 years of Operation and Maintenance period. The DG PPP Unit further informed the PPP Policy Board that the EOI for the solicitation of developers was launched on August 25, 2011. During the meeting, the chair directed that the process for developer / investor solicitation on Hyderabad-Badin road may be expedited as this is a very important road project. Speaking on the occasion, the Minister Finance suggested that for Hyderabad-Badin road project investment / funds may be raised from stock market and concession period of 30 years may be converted into longer tenure. He further suggested that Aqeel Kareem Dhedi the private member of the PPP Policy Board and an attendee of the meeting in consultation with the PPP Unit Sindh, should look at the project structure and suggest ways to make it further palatable for investors. The Chair agreed with the suggestion of Minister Finance and requested Mr. Dhedi to look into this possibility and give his feedback within 3 days. The PPP Policy Board was also informed in response to a question by the Minister Food that there would be separate tolls on all the 4 sections of the road with the dualized section having higher tolls than the rehabilitated ones.

Decision:

The board approved the structure of 70%-30% of debt-equity with GoS support in the shape of Support payments and 40% MRG during commercial debt followed by 10% MRG after 10 years. The project structure to be further refined in consultation with Mr. Aqeel Kareem Dhedi in the next 3 days.

AGENDA # 3: JERRUK MULLAH KATIAR BRIDGE

4. The DG PPP Unit, Sindh informed that the pre-feasibility study of the subject project has been carried for concrete structure by Sambo Engineering, Korea free of cost. However, the President directives envisages that instead of a concrete bridge a steel bridge be constructed with Iranian expertise for which fresh feasibility study is required. The Minister Food enquired about the flow of water passing through the bridge and whether the proposed design of the bridge will create impediment in free flow of water through the Indus. The Minister Food also raised the possibility of corrosion of a steel structure at a location which is not too far from the sea. The DG informed that through detailed feasibility study in consultation with Irrigation Department we can examine this aspect. The board was of the view that Irrigation Department must be taken on board during the process of finalizing the feasibility study.

Decision:

The PPP Policy Board approved to launch the project in which the issue of steel and concrete structure should be left to the developer. Moreover, all the stake-holders including Irrigation Department should be taken on board and the issues pertaining to the long-term sustainability of the project should be addressed.

AGENDA # 4: LINK ROAD PROJECT-CONNECTING SUPER AND NATIONAL HIGHWAY

5. The DG PPP Unit, Sindh informed the board that the procurement pack including financial model, Concession Agreement, and Request for Proposal (RFP) for the Link Road project is ready and the project can be offered to investor solicitation immediately. However, the project is stalled because of the realignment proposed by Sindh Board of Investment for the Education City. On this occasion, the Secretary Finance informed the board that the project will become unviable if we undertake realignment of the link road as it will incur additional cost and land acquisition issues. The Minister Finance also said that there are instances in the world where highways are passing through the Universities and objection on this project is unjustified. The Minister Food also questioned the viability of the proposed re-alignment as the terrain of the proposed RoW is hilly and unsuitable for road construction. The Honourable Chief Minister emphasized that a harmonious approach be followed to resolve the issue.

Decision:

The Chief Minister directed to launch the project in consultation with all the stake-holders.

AGENDA # 5: HYDERABAD-MIRPURKHAS DUAL CARRIAGEWAY

6. The DG PPP Unit, Sindh requested Independent Engineer (IE), HMDC, Mr. Tanveer Ahmed to apprise the forum on the latest progress on the road. The IE informed that 55% physical progress and 53.6% financial progress have been achieved so far. He showed progress through photographs. He further informed that the people have taken refuge on the raised embankment of the road due to rains and floods which has disrupted the construction work at least for a month, which he elaborated also with the help of pictures. He informed that the rain has caused major havoc on the Fando Allah Yar Bypass whose strengthening was entrusted to concessionaire but now the Bypass needs major revamping work which needs to be included in the changed scope of work. On this occasion, the Secretary Works and Services told the chair that the Works & Services department will take care of the subject issue.

Decision:

Chief Minister directed that the concerned local administration be conveyed orders for the phased evacuation of the people from HIMDC Project Site to facilitate the Concessionaire of the road and to avoid unnecessary delays. The Secretary W&S will ensure that major repair of Tando Allahyar Bypass is carried out from GoS resources.

AGENDA # 6: MODERN GRAIN STORAGE FACILITIES IN SINDH -FOOD GRAIN & SILOS PROJECT

7. The DG PPP Unit, Sindh informed the board that International Finance Corporation (IFC) has submitted project structuring model for food grain storage project which has been discussed in TFEC. The IFC has proposed nine sites / districts for the storage of wheat under hub and spoke model. The cost of the project is around Rs. 8.2 billion at the time of construction with 60%-40% debt-equity ratio. The Govt. will give estimated concession fee of Rs. 3300/MT. The Minister Food asked DG whether it will be fixed fee. The DG informed that estimated concession fee will be adjustable with prevailing inflation annually. The Secretary Finance further informed that the efforts will be made to utilize Govt. land for the construction of silos for bringing down the concession fee.

Decision:

The board approved the project structure in the existing form and asked that the process for developer solicitation be initiated.

AGENDA # 7: RUN OF RIVER HYDRO POWER PROJECT

8. The Secretary Power informed that the Consultant Selection Committee (CSC) has completed the evaluation of bids and accordingly Ernst & Young led consortium has been recommended for selection. Minister Food enquired about the names of other members of the consortium. The Secretary Power informed that besides Ernst & Young, a reputable and experienced firm by the name of WS Atkins is part of consortium on technical side. Engineer M.A Jabbar asked for the TORs for which the consultants are being selected. The Secretary Power informed that initially survey would be conducted to identify potential sites thereafter the feasibility study on at least four selected sites would be conducted. On query, the Secretary Power informed that the feasibility study would be undertaken at least in eight months. The members were of the view that the efforts be taken to complete feasibility study in shortest possible time and in order to check the quality of work of consultants, members from the private sector shall also be taken in the committee to be constituted for supervising the work of consultants.

Decision:

After detailed discussion, the Chair approved for undertaking of the feasibility study for Run of River Hydro Power Project with the consortium proposed by CSC. A member from the private sector will also be inducted in the process of supervising the work of the consultants.

AGENDA # 8: SECURITIZED NUMBER PLATES OF VEHICLES

9. The Secretary Excise and Taxation informed the forum that the efforts have been made to develop a project through PPP mode in which existing number plates shall be replaced with securitized number plates which would ensure safety of vehicles. The Secretary Finance informed the chair that this is not a PPP project therefore the department may explore other options. The Chairman ordered to constitute a committee to look into the viability of this project.

Decision:

The Chief Minister directed for formation of a committee comprising members from PPP Unit, Planning & Development and Excise & Taxation Departments to explore the viability of the project in all respect.

AGENDA # 9: KHAJOUR MANDI DISTRICT KHAIRPUR

10. The DCO Khairpur informed the forum that the Agro Economic Zone has been established and need for a Khajoor Mandi (Market) is immense, which should be developed in PPP mode for efficiency and effectiveness in the long run. He further informed the forum that this is very viable project for which funds are required from PDF facility for engaging consultants to undertake feasibility study. On responding to a query by, the Minister Food, DCO informed that appropriate site for the Project has been identified.

Decision:

The Chair approved the PDF funding for hiring consultants for undertaking feasibility study for the development of Khajoor Mandi at district Khairpur.

11. In the end, Engineer M.A Jabbar a member PPP Policy Board informed the forum that there are lot of developments taking place around the world with regard to preparation and development of PPP projects, therefore, it is the need of the hour that proper training may be imparted for the capacity building of PPP Policy Board members and the staff of PPP Unit and PPP nodes which are associated with the preparation and development of PPP projects in Sindh. The Board approved the proposal of capacity building plan in general.

The meeting ended with vote of thanks from the chair and the members.

List of Participants :Annexure A.

01. The Honourable Chief Minister of Sindh
02. The Minister for Finance, Govt. of Sindh
03. The Minister for Food, Govt. of Sindh
04. The Minister for Law, PA, CPS & HR, Govt. of Sindh
05. The Minister for Excise & Taxation, Govt. of Sindh
06. The Minister for Electric Power, Govt. of Sindh
07. Additional Chief Secretary (Dev), P & D Department, Govt. of Sindh.
08. Secretary, Finance Department, Govt. of Sindh
09. Secretary, Works & Services Department, Govt. of Sindh
10. Secretary, Power Department, Govt. of Sindh
11. Secretary, Food Department, Govt. of Sindh
12. Secretary, Law Department, Govt. of Sindh
13. Secretary, Excise and Taxation, Govt. of Sindh
14. DCO, District Khairpur
15. Mr. Aqeel Kareem Dhedi, *PPP Policy Board member*
16. Engr. M.A Jabbar, *PPP Policy Board member*
17. Director General, PPP Unit, Finance Department, Govt. of Sindh
18. Director-I, PPP Unit, Finance Department, Govt. of Sindh
19. Director-II, PPP Unit, Finance Department, Govt. of Sindh
20. Director-F&RM, PPP Unit, Finance Department, Govt. of Sindh
21. Director-Legal, PPP unit, Finance Department, Govt. of Sindh
22. Assistant Director-III, PPP Unit, Finance Department, Govt. of Sindh
23. Mr. Tanveer Ahmed, Independent Engineer IIMDC project, EA Consulting Pvt Ltd.

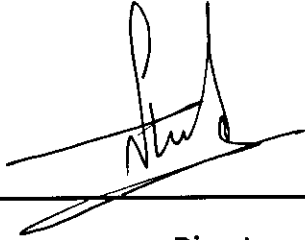
Bid Evaluation Report

1. Name of Procuring Agency: **Energy Department, Government of Sindh**
2. Tender Reference No: **INF/KRY/4209/2012**
3. Tender Description/Name of work/item: **Run of the River Hydro Power Plant at ROHRI CANAL RD 15**
4. Method of Procurement: **Public Private Partnership Mode - BOOT**
5. Tender Published: **Daily Dawn (18-11-12), Kawish (18-11-12), Daily Express (18-11-12) & Khaleej Times (20-11-12)**
6. Total Bid documents Sold; RFP issued to 6 parties namely, (1. Sachal Engineering. 2. Iqbal Ali Mohammad. 3. Sarkar Energy. 4. Dawood Lawrencepur. 5. Mavel akciova. 6. Engro Powergen)
7. Total Bids Received: **Two bid proposals received (M/s Sachal Engineering (Pvt) Ltd. and M/s Iqbal Ali Mohammad)**
8. Technical Bid Opening date: (if applicable) **20th August 2013**
9. No. of Bid technically qualified (if applicable): **Two – (M/s Sachal Engineering & M/s Iqbal Ali Mohammad)**
10. Bid(s) Rejected: **None**
11. Financial Bid Opening date: **1st October 2013**

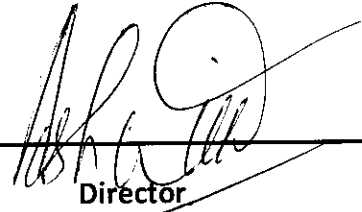
12. Bid Evaluation Report:

<i>S No</i>	<i>Name of Firm or Bidder</i>	<i>Levelized Tariff offered by the Bidder per KWH</i>	<i>Ranking in terms of Levelized Tariff</i>	<i>Comparison with Estimated Levelized Tariff per KWH (Rs. 9.1996 US Cents 8.5)</i>	<i>Reasons for acceptance/rejection</i>	<i>Remarks</i>
0	1	2	3	4	5	6
1.	M/s Iqbal Ali Mohammad	Rs. 10.2937 US Cents 9.7047	First	12% over our PKR estimated tariff	Lowest Quoted Levelized Tariff	None
2.	M/s Sachal Engineering (Pvt.) Ltd.	Rs. 11.1468 US Cents 10.509	Second	21% over our PKR estimated tariff	Second Lowest Quoted Levelized Tariff	

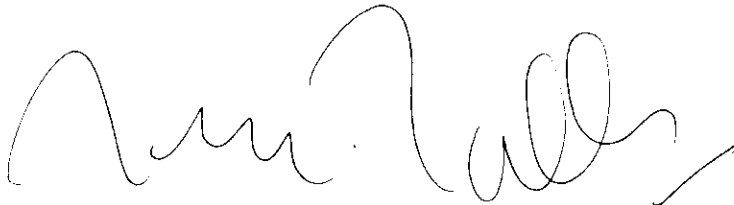
Signatures of the Members of the Committee.



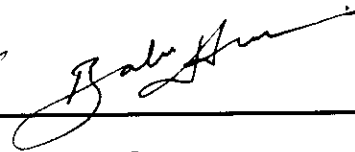
Director
PPP Unit, Finance Department
Government of Sindh



Director
Power Development Sindh
Government of Sindh



Secretary
Energy Department
Government of Sindh



Secretary
Irrigation Department
Government of Sindh



Secretary
Finance Department
Government of Sindh



Partnership for Development

No:FD/PPPUNIT/RoR/TFEC, 2013
FINANCE DEPARTMENT
Government of Sindh
October 02, 2013

A.K Lodhi Complex, Sindh Secretariat Building No. 6, Shahrah-e-Kamari
Ataturk, Karachi, Ph: (021) 99222188

**MINUTES OF THE TFEC MEETING HELD ON 1st OF OCTOBER 2013 FOR
OPENING OF FINANCIAL BIDS FOR THE RUN OF THE RIVER HYDRO
POWER PROJECT AT ROHRI CANAL RD-15**

A meeting was held under the chairmanship of Secretary Finance Department, Government of Sindh, on 1st October 2013 at 04:00 p.m. Committee Room, 1st floor of the Finance Department. The meeting was commenced to open the sealed financial bids in the presence of all technically qualified Bidders. Copy of attendance sheet attached as Annexure "A"

Agenda #1: Update on Technical Bid Evaluation

2. The Consultant briefed the Chair about the evaluation of the Technical Proposals received by the two firms namely Sachal Engineering Works (Pvt) Ltd. and Mr. Danish Iqbal (Gul Ahmed Energy Ltd). The Consultant further informed that both the bidders submitted their respective bids on 20th August 2013 and thereafter technical proposals were sent to ATKINS for technical evaluation and after comprehensive technical evaluation both the technical bids are found to be responsive. (Copy of Responsive Test evaluation sheet attached as Annexure "B").

Decision: The TFEC approved the recommendations of Sub-Committee for technical bid evaluation and declared both of the bids technically responsive.

Agenda #2: Opening of Financial Bids

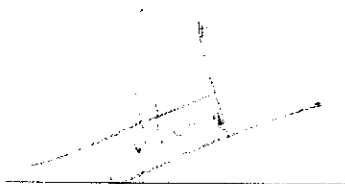
3. The PPP Unit officials presented the sealed Financial Bids (Envelop 2) submitted by both the bidders to the TFEC along with representatives of both the bidders and opened the

Financial bids with the permission of the Chair . (Copy of submitted Financial Bids attached as Annexure "C").

4. The Chair read aloud the tariffs quoted in both financial bids. The bidders were also informed that the bids will go through an evaluation process whereby their assumptions would be checked for consistency.

Decision: The TFEC requested the Sub-Committee formed for Technical bid evaluation to further evaluate the Financial proposals and submit their findings with the decision of preferred bidder in the next TFEC Meeting.

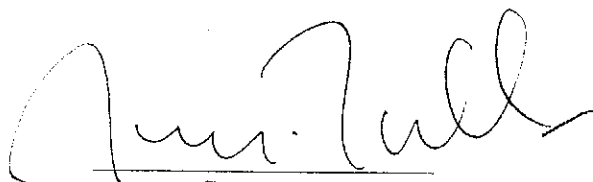
5. The meetings ended with a vote of thanks.



Director, PPP Unit
Finance Department
Government of Sindh



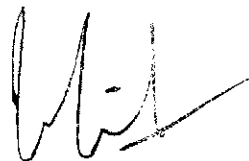
Director, Power Dev. Cell
Energy Department
Government of Sindh



Secretary
Energy Department
Government of Sindh



Secretary
Irrigation Department
Government of Sindh



Secretary
Finance Department
Government of Sindh



GOVERNMENT OF SRI LANKA
ENERGY DEPARTMENT

REVISED RIVER HYDRO POWER PROJECT
MINUTES OF THE 1st TECHNICAL AND FINANCIAL EVALUATION COMMITTEE
MEETING HELD ON FEBRUARY 21, 2011

The 1st meeting of the Technical and Financial Evaluation Committee (TFEC) for the River Hydro Power Project was held on Thursday, 24 February, 2011 at 10.00 am in the Committee Room of Energy Department, Government of Sri Lanka, 1088, under the chairmanship of the Joint Secretary, Government of Sri Lanka. The members of the TFEC were as follows:

- (a) Joint Secretary, Government of Sri Lanka
- (b) Secretary, Energy Department, Government of Sri Lanka (Director General, PPA Unit, Finance Department, Government of Sri Lanka)
- (c) Director, PPA Unit
- (d) Director, Power Sector, Central Energy Department
- (e) Representatives, Planning and Development Department
- (f) Representative, Ministry of Agriculture
- (g) Assistant Director, PPA Unit
- (h) Representative, of Technical Experts and Consultants (appointed by the Project)

The agenda for the meeting was as follows:

Agenda Item 1: Approval of the evaluation of the Qualification Bid

The meeting started with a presentation by Secretary General, who firstly highlighted the details regarding the bid, terms and conditions and findings of the PPA Sub-Committee Report. Subsequently, the bids received under the Revised Financial Terms of Reference of the PPA Unit were presented to the meeting.

The TFC Sub-Committee shortlisted six (6) bids received out of a total of seven (7) responses (see number one (1) not disqualified as given above).

Shortlisted / Qualified Bids

1. Binhal Engineering Works Pvt. Limited (Designing Professional Engineer) / Amdar & Binhal Engineering Works Hydro (WCM supplier) Consortium
2. M/s. Ajmal Ahmmed Group of Family (Gul Ahmed Energy Limited, Gul Ahmed Wind Power Limited, Metro Power Company, HPS Power Company)
3. Sarda Energy Pvt. Limited (Tajiraj Sarda & Co. Civil Contractors)
4. Dewa Engineering Pvt. Ltd.
5. M/s. J. K. Power Pvt. Ltd.
6. Tagma Power Pvt. Limited

Disqualified Bids

1. Smart Hydro Power (Public Company) / Smart Hydro Power Limited / Public Company Consortium

The TFC conducted evaluation of bids by Sub-Committee and approved respective recommendations of the shortlisted bids.

Agenda 7: Presentation of the Technical and Legal Studies conducted by the Consultants.

The Technical, Legal and Financial Consultant hired to the project provided presentation on technical report and Legal Case as the agenda for the Project. The documents include draft version of (i) Implementation PPP Agreement, (ii) Power Purchase Agreement, (iii) Water Concession Agreement, (iv) Escrow Arrangement, (v) Revenue for disposal, (vi) Escrow Agreement, (vii) Shareholder's Agreement, (viii) Information Memorandum.

The DCA PPP Unit briefed the details in detail about the risks undertaken by parties relating to the Project and the respective risk allocation between the GOs and the prospective private developer. He emphasized the importance of allocating the risks by GOs as without the same, investor's interest would diminish and the project would not be successful. The chair agreed with the comments of DCA PPP. Detailed presentations of Technical and Legal consultations are exhibited as Annexure B.

The chair instructed TFC to take all the relevant stakeholders on board with the Irrigation Department, NERVA and Sindh Canal Board as the chair in this regard enquired the representative of

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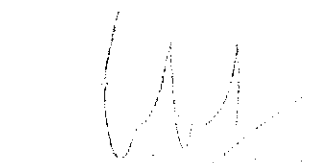
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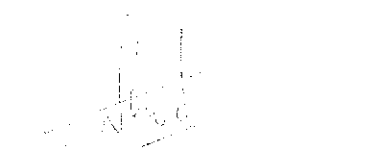
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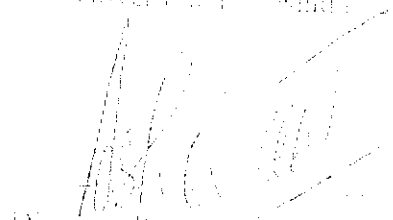

Secretary General
Government of ...

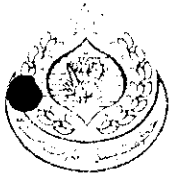

Secretary General
Government of ...


Secretary General
Government of ...


Secretary General
Government of ...


Director General
Government of ...


Director General
Government of ...



OFFICE OF THE DIRECTORATE OF
POWER DEVELOPMENT CELL
ENERGY DEPARTMENT

Block-8/A, Sindh Secretariat No. 4-A, Court Road,
Karachi, dated, 10th January, 2013

Ph: 021-99203216
021-99206502
Fax: 021-99206507

**MINUTES OF THE TFEC SUB-COMMITTEE MEETING FOR EVALUATION
OF PRE-QUALIFICATION APPLICATIONS FOR RUN OF THE RIVER
HYDRO POWER PROJECT AT RD-15 ROHRI CANAL NEAR SUKKUR
BARRAGE.**

A meeting of the Sub-Committee of TFEC was held on 9th January, 2013 at 11:00AM in the Committee Room, Energy Department, Government of Sindh in order to evaluate the pre-qualification applications for Run of the River Hydro Power Project at RD-15, Rohri Canal near Sukkur Barrage as per the criteria prescribed in Request For Qualification (RFQ) issued.

2. A total of 07 (seven) below firms had submitted their bids for evaluation on the above subject.

1. Sachal Engineering Works (Pvt.) Limited / Designmen (Professional Engineers) / Andritz China Limited (Professional Hydro E&M supplier) Consortium
2. Mr. Iqbal Alimohammad & Family (Gul Ahmed Energy Limited, Gul Ahmed Wind Power, Limited, Metro Power Company, Hub Power Company)
3. Sarkar Energy (Pvt) Limited / Tellhow Sci-Tech Co. China Consortium
4. Smart Hydro Power GmbH, Germany / Smart Hydro Power Limited, Pakistan Consortium
5. Dawood Lawrencepur Limited
6. Mavel, akciová společnost
7. Engro Powergen Limited

Contd.....P/2

3. The proposals submitted by the above firms were evaluated as per prescribed criteria laid down in RFQ. The detailed evaluation report of the bidders duly signed by the Chairman and the Committee Members is placed at Flag-B.

4. Out of the 07 (seven) proposals received, 06 (six) have qualified, only bidder M/S Smart Hydro Power GmbH, Germany / Smart Hydro Power Limited, Pakistan Consortium has not qualified. The findings of the Sub-Committee are submitted for the approval of the Technical and Financial Evaluation Committee at Flag-A.

5. The meetings ended with a vote of thanks.



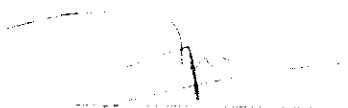
Director, Power Dev. Cell
Energy Department
Government of Sindh



Director, PPP Unit
Finance Department
Government of Sindh



Assistant Director, PPP Unit,
Finance Department
Government of Sindh



Director, Regulation, Irrigation Department
Government of Sindh



Representative (Huzaifa Mazahir Ali)
Project External Consultant
Run of the River Project

Details	Sarker Energy / Tellhow Sci- Tech Co China		Iqbal Alimohamed		Sachal / Andritz Hydro / Designmen		Dawood Lawrencepu r		Mavel		Smart Hydro Power	
	Score	Score	Score	Score	Score	Score	Score	Score	Score	Score	Score	Score
Applicant's Credentials and Track Record												
Years of Operation (< 3 Years = 0 points, 3 Years or more = 5 points)	5	5	5	5	5	5	5	5	5	5	5	5
Completion of Projects (Power sector and/or others) ($< 1 = 0$ points, 1 = 5 points, 2 = 10 points)	10	10	10	5	10	10	10	10	10	10	10	10
Financial Standing												
Annual Turnover ($< PKR 200m = 0$ points, PKR 200m to PKR 500m = 5 points, PKR 500m to PKR 1000m = 10 points, $> PKR 1000m = 15$ points, of atleast 1 consortium member)	15	15	15	15	15	15	15	15	15	15	15	15
Net Worth ($< PKR 100m = 0$ points, PKR 100m to PKR 200m = 5 points, PKR 200m to PKR 500m = 10 points, PKR 500m to PKR 1000m = 15 points, $> PKR 1000m = 20$ points, of atleast 1 consortium member)	20	20	20	5	20	20	20	20	20	20	20	10
Aggregate capital cost of the Power Projects (Both CPP and IPP) developed over the last 10 Years ($< PKR 600m = 0$ points, PKR 600m to PKR 800m = 5 points, PKR 800m to PKR 1000m = 10 points, $> PKR 1000m = 15$ points, of any 1 consortium member)	15	15	15	15	15	15	15	15	15	15	15	15
Relevant Experience As a Project Developer, experience in Commissioning and Operations & Maintenance of Power Projects (Both CPP and IPP)	50	50	50	20	20	50	50	25	50	50	50	25
Projects (with capacity of 2 MW or above) installed over past 5 Years ($< 1 = 0$ points, 1 = 20 points)	20	20	20	20	20	20	20	20	20	20	20	20
Projects (with capacity of 2 MW or above) being maintained over past 5 Years ($< 1 = 0$ points, 1 = 15 points)	15	15	15	15	15	15	15	15	15	15	15	15
Total	100	100	100	85	65	100	100	60	85	85	85	25

Director Power Development Cell

Director Regulation Irrigation Dept

Asst. Director PPP Unit

(Signature)

(Signature)

(Signature)

Director Power Development Cell

Director Regulation Irrigation Dept

Asst. Director PPP Unit

(Signature)

(Signature)

(Signature)

ATTACHMENT B-1

RESPONSIVENESS TEST

VANISH ISBAL

OR

I. ISBAL ALI MOHAMMAD

ATTACHMENT B-1

RESPONSIVENESS TEST

This Attachment B-1 is the procedure to determine responsiveness of Proposals pursuant to Section B, Article 28 and will be utilized by the EDGOS for that purpose. For a Proposal to be a Responsive Proposal, the answers to all the questions in the following table should be YES:

S.No.	Responsiveness Measure	Yes	No	Remarks
1.0	Has Bidder submitted a complete Proposal as evidenced by submission of the following complete documents?			
1.1	Proposal Letter (Section D, Exhibit I)	✓		
1.2	Power(s) of Attorney (Section D, Exhibit I, Attachment I-2)	N/A		
1.3	Proposal Security (Section D, Exhibit I, Attachment I-3)	✓		
1.4	Lender Acknowledgement Letter (Section D, Exhibit I, Attachment I-4)		✓	
1.5	Proposal Summary Information (Section D, Exhibit I, Attachment I-5)	✓		
1.6	Proposed Tariff Charges and Levelized Tariff Charge (Section D, Exhibit II)	✓		In Envelop II
1.7	Financial Data in Support of Project (Section D, Exhibit III)	✓		
1.8	Technical Data and Submittals (Section D, Exhibit IV)	✓		
1.9	Bidders and Contractors Information (Section D, Exhibit V)	✓		
1.10	Exceptions to RFP Documents (if any) (Schedule D, Exhibit VI)			None
1.11	Bidder's Project Schedule (Section D, Exhibit VII)			As proposed in GoS Feasibility
1.12	Bidder's Staffing Plan (Section D, Exhibit VIII)		✓	
1.13	Bidder's Submittal for NEPRA (Section D, Exhibit IX)	N/A		

GoS RFP for Run of the River Hydro Power Project

2.0	Bidder satisfies the following criteria:			
2.1	Bidder has been prequalified.	✓		
2.2	Any change in Bidder's constitution after earlier pre-qualification has been approved by EDGOS.	✓		
2.3	The Main Sponsor has been identified in the Proposal.	✓		
2.4	The Main Sponsor has committed to at least 20% of equity from the LOA to sixth anniversary of COD.	✓		
2.5	The Bidder collectively has committed to at least 51% of equity from the LOA to sixth anniversary of COD.	N/A		
2.6	Members of consortia or joint ventures have executed document nominating Lead Bidder.	✓		
3.0	Is the Proposal Security acceptable?			
3.1	Is the issuing bank acceptable to EDGOS?	✓		
3.2	Is the form not materially different from Section D, Exhibit I, Attachment I-3 of the RFP?	✓		
3.3	Is the amount in accordance with the RFP?	✓		
3.4	Is the validity date in accordance with the RFP (not less than 90 Days in excess of Proposal Validity Period)?	✓		in accordance with RFP
4.0	Has financial data been submitted which verifies Plant financability?			
4.1	Is evidence of positive initial debt commitments provided?		✓	
4.2	Is evidence of positive initial equity commitments provided?	✓		
4.3	Is debt servicing schedule provided?	✓		
4.4	Is the evidence of sufficient positive net cash flows during the Term provided?			in Envelop II
4.5	Are the debt service coverage ratios sufficient?			in Envelop II

GoS RFP for Run of the River Hydro Power Project

4.6	Is the debt : equity ratio acceptable?	✓	
4.7	Does Proposal include insurance plan for the Project?		✓
5.0	Has technical data been submitted which demonstrates compliance with Plant Functional Specifications?		
5.1	Is the proposed Contract Capacity between 4.8 MW and 5 MW?		
5.2	Are Preliminary designs and descriptions provided?		
5.3	Is confirmation provided that environmental standards will be met?		
5.4	Are exceptions taken (if any) acceptable?		
5.5	Is the scope complete?		
5.6	Are site interfaces properly defined?		
5.7	Is evidence provided showing that major Plant components are well proven equipment by demonstrating to EDGOS's satisfaction that at least [three (3)] plants with similar size and type of main equipment have been in successful operation for at least three (3)] years?		
5.8	Has the Bidder stated that the Plant will be designed to provide a [twenty five (25)] year operating life and provided satisfactory details as to how this will be achieved?		
6.0	Has Bidder submitted a complete project schedule which confirms a certain Commercial Operation Date?	✓	Ret'd on GoS feasibility
7.0	Are Bidder's exceptions to the RFP (if any) acceptable (that is, they do not constitute a material modification)?	N/A	
8.0	Has Bidder requested any exceptions to the draft Project Agreements which are NOT considered material in nature?	N/A	

*Opinion of
Technical Advisors
Attached*

GoS RFP for Run of the River Hydro Power Project

9.0 Do the Bidder and Contractors have the required experience?

9.1 Has Bidder proposed key personnel with acceptable experience?



9.2 Has Bidder demonstrated to EDGOS's satisfaction that the proposed EPC Contractor has completed engineering, procurement and construction of at least [three (3)] plants of more than 2.5MW which have been in successful operation for at least three (3) years?



9.3 Has Bidder demonstrated to EDGOS's satisfaction that proposed O&M Contractor has carried out [three (3)] contracts for the operation and maintenance of plants of more than 2.5 MW?



ATTACHMENT B-1

RESPONSIVENESS TEST

SACHAL ENGINEERING (Pvt) LTD.

ATTACHMENT B-1

RESPONSIVENESS TEST

This Attachment B-1 is the procedure to determine responsiveness of Proposals pursuant to Section B, Article 28 and will be utilized by the EDGOS for that purpose. For a Proposal to be a Responsive Proposal, the answers to all the questions in the following table should be YES:

S.No.	Responsiveness Measure	Yes	No	Remarks
1.0	Has Bidder submitted a complete Proposal as evidenced by submission of the following complete documents?			
1.1	Proposal Letter (Section D, Exhibit I)	✓		
1.2	Power(s) of Attorney (Section D, Exhibit I, Attachment I-2)	✓		
1.3	Proposal Security (Section D, Exhibit I, Attachment I-3)	✓		
1.4	Lender Acknowledgement Letter (Section D, Exhibit I, Attachment I-4)	✓		
1.5	Proposal Summary Information (Section D, Exhibit I, Attachment I-5)	✓		
1.6	Proposed Tariff Charges and Levelized Tariff Charge (Section D, Exhibit II)			in Envelope II
1.7	Financial Data in Support of Project (Section D, Exhibit III)	✓		
1.8	Technical Data and Submittals (Section D, Exhibit IV)	✓		
1.9	Bidders and Contractors Information (Section D, Exhibit V)	✓		
1.10	Exceptions to RFP Documents (if any) (Schedule D, Exhibit VI)	✓		
1.11	Bidder's Project Schedule (Section D, Exhibit VII)	✓		
1.12	Bidder's Staffing Plan (Section D, Exhibit VIII)	✓		
1.13	Bidder's Submittal for NEPRA (Section D, Exhibit IX)	N/A		

GoS RFP for Run of the River Hydro Power Project

2.0	Bidder satisfies the following criteria:		
2.1	Bidder has been prequalified.	✓	
2.2	Any change in Bidder's constitution after earlier pre-qualification has been approved by EDGOS.	N/A	
2.3	The Main Sponsor has been identified in the Proposal.	✓	
2.4	The Main Sponsor has committed to at least 20% of equity from the LOA to sixth anniversary of COD.	✓	
2.5	The Bidder collectively has committed to at least 51% of equity from the LOA to sixth anniversary of COD.	✓	
2.6	Members of consortia or joint ventures have executed document nominating Lead Bidder.		
3.0	Is the Proposal Security acceptable?		
3.1	Is the issuing bank acceptable to EDGOS?	✓	
3.2	Is the form not materially different from Section D, Exhibit I, Attachment 1-3 of the RFP?	✓	
3.3	Is the amount in accordance with the RFP?	✓	
3.4	Is the validity date in accordance with the RFP (not less than 90 Days in excess of Proposal Validity Period)?	✓	<i>in accordance with RFP</i>
4.0	Has financial data been submitted which verifies Plant financability?		
4.1	Is evidence of positive initial debt commitments provided?	✓	<i>ITS provided</i>
4.2	Is evidence of positive initial equity commitments provided?	✓	
4.3	Is debt servicing schedule provided?	✓	
4.4	Is the evidence of sufficient positive net cash flows during the Term provided?	✓	
4.5	Are the debt service coverage ratios sufficient?	✓	

GoS RFP for Run of the River Hydro Power Project

4.6	Is the debt : equity ratio acceptable?	✓
4.7	Does Proposal include insurance plan for the Project?	✓
5.0	Has technical data been submitted which demonstrates compliance with Plant Functional Specifications?	
5.1	Is the proposed Contract Capacity between 4.8 MW and 5 MW?	
5.2	Are Preliminary designs and descriptions provided?	
5.3	Is confirmation provided that environmental standards will be met?	
5.4	Are exceptions taken (if any) acceptable?	
5.5	Is the scope complete?	
5.6	Are site interfaces properly defined?	
5.7	Is evidence provided showing that major Plant components are well proven equipment by demonstrating to EDGOS's satisfaction that at least [three (3)] plants with similar size and type of main equipment have been in successful operation for at least three (3) years?	
5.8	Has the Bidder stated that the Plant will be designed to provide a [twenty five (25)] year operating life and provided satisfactory details as to how this will be achieved?	
6.0	Has Bidder submitted a complete project schedule which confirms a certain Commercial Operation Date?	
7.0	Are Bidder's exceptions to the RFP (if any) acceptable (that is, they do not constitute a material modification)?	✓
8.0	Has Bidder requested any exceptions to the draft Project Agreements which are NOT considered material in nature?	✓
		N/A

*Opinion of
Technical Advisor
Attached*

GoS RFP for Run of the River Hydro Power Project

9.0 Do the Bidder and Contractors have the required experience?

9.1 Has Bidder proposed key personnel with acceptable experience?



9.2 Has Bidder demonstrated to EDGOS's satisfaction that the proposed EPC Contractor has completed engineering, procurement and construction of at least [three (3)] plants of more than 2.5MW which have been in successful operation for at least three (3) years?



9.3 Has Bidder demonstrated to EDGOS's satisfaction that proposed O&M Contractor has carried out [three (3)] contracts for the operation and maintenance of plants of more than 2.5 MW?



Bid Evaluation Report

1. Name of Procuring Agency: Energy Department, Government of Sindh
2. Tender Reference No: INF/KRY/4209/2012
3. Tender Description/Name of work/item: Run of the River Hydro Power Plant
at ROHRI CANAL RD 15
4. Method of Procurement: Public Private Partnership Mode - BOOT
5. Tender Published: Daily Dawn (18-11-12), Kawish (18-11-12), Daily Express (18-11-12) &
Khaleej Times (20-11-12)
6. Total Bid documents Sold; RFP issued to 6 parties namely, (1. Sachal Engineering, 2. Iqbal Ali
Mohammad, 3. Sarkar Energy, 4. Dawood Lawrencepur, 5. Mavel akciova, 6. Engro Powergen)
7. Total Bids Received: Two bid proposals received (M/s Sachal Engineering (Pvt) Ltd. and M/s
Iqbal Ali Mohammad)
8. Technical Bid Opening date: (if applicable) 20th August 2013
9. No. of Bid technically qualified (if applicable): Two – (M/s Sachal Engineering & M/s Iqbal Ali
Mohammad)
10. Bid(s) Rejected: None
11. Financial Bid Opening date: 1st October 2013

12. Bid Evaluation Report:

S No	Name of Firm or Bidder	Levelized Tariff offered by the Bidder per KWH	Ranking in terms of Levelized Tariff	Comparison with Estimated Levelized Tariff per KWH (Rs. 9.1996 US Cents 8.5)	Reasons for acceptance/rejection	Remarks
0	1	2	3	4	5	6
1.	M/s Iqbal Ali Mohammad	Rs. 10.2937 US Cents 9.7047	First	12% over our PKR estimated tariff	Lowest Quoted Levelized Tariff	None
2.	M/s Sachal Engineering (Pvt.) Ltd.	Rs. 11.1468 US Cents 10.509	Second	21% over our PKR estimated tariff	Second Lowest Quoted Levelized Tariff	

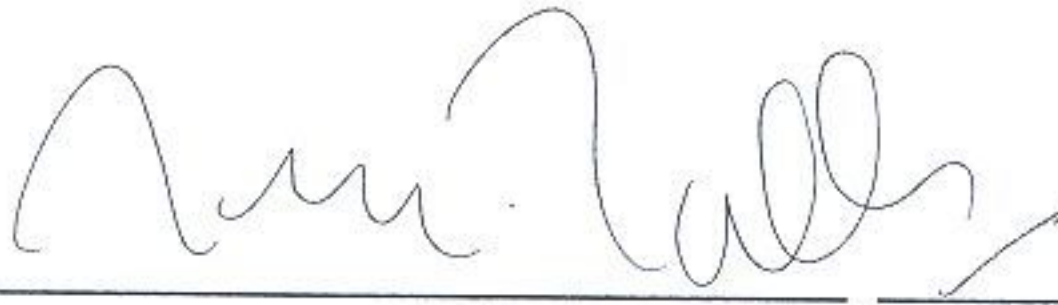
Signatures of the Members of the Committee.



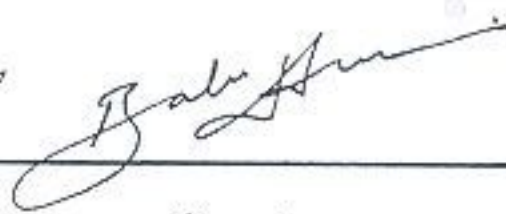
Director
PPP Unit, Finance Department
Government of Sindh



Director
Power Development Sindh
Government of Sindh



Secretary
Energy Department
Government of Sindh



Secretary
Irrigation Department
Government of Sindh



Secretary
Finance Department
Government of Sindh